

DEAR FOLKS

THE oftener I come in personal contact with the workers in the Wilson & Co. organization, the greater is my conviction that Mr. Wilson by gaining their loyalty and confidence has created the greatest asset that his business possesses.

Let me tell you how the workers plan to make the work of Mr. Wilson and that of his associates in the official family easier, and to leave them free to handle the big problems which come before them every working day.

They have organized a COMMITTEE OF 32, consisting of men and women members, who are elected to membership by vote of their associates in the several departments of the business.

Every member of the committee receives from his or her associates suggestions that bear on improving conditions in the plant, and then in committee meetings, which are held frequently, these suggestions are discussed frankly, and if by majority vote it is decided to make recommendations to the Official Family—it is done, there being present at all meetings a very able woman secretary, who transcribes, in concrete form, the recommendations made.

Here is a case of workers selecting men and women from their own ranks to represent them in all important matters affecting their interests—and the members of the Committee of 32 have the complete confidence of their associates. Whatever the Committee votes to do is always satisfactory to the workers in all departments.

I was privileged to be present at one of the meetings of the Committee of 32. I heard both men and women stand on their feet and talk straight from the shoulder. There was no misunderstanding what they said. They knew what they wanted to say and they said it. They voted to make some recommendations to the officials.

Then they invited me to talk to them, which I was glad to do because I believe thoroughly in the idea that all problems and difficulties in business can be settled by the workers themselves if they will honestly and sincerely cooperate with one another and state their case frankly to the heads of the business.

After I had finished talking, the Committee of 32, by unanimous vote, elected me an honorary member—an honor that I prize very highly.

What is the result of all this, so far as the business of Wilson & Co. is concerned?

The first result—and the most important of all—is that the Committee of 32 succeeds in maintaining a splendid relationship between the workers and the officials. Mutual confidence and respect prevails continuously.

The second result—also very important—is that the speedy adoption by the officials of the recommendations made by the Committee of 32, puts the members on their honor and they make only such recommendations as are important. Trivial matters never get a majority vote in the Committee meetings.

The third result—also very important—is that the members of the Committee of 32 are more often concerned about making recommendations designed to benefit the business as a whole than they are about having something done to benefit themselves.

The Committee has brought about a condition of affairs which means contentment on the part of their associate workers and this, of course, makes them more efficient and more keen to serve the company honestly.

At the Committee meeting I attended one man had a good deal to say about the splendid work of the men in the Ham and Bacon departments — telling his associate members of their pride in producing

the Certified Wilson Brands, and suggesting that every worker in every other department should make it a matter of personal honor to assist in the preparation of food products that will always justify the use of the slogan, "The Wilson La-

A woman, representing the Canned Goods department, informed the Ham and Bacon men that he and his associate workers were no prouder of their achievement in

producing Certified Wilson Brands than she and her associate workers were in producing Certified Brands of Canned Meats, Vegetables, Fruits, Table Delicacies, etc.

So it goes. Workers are keyed up in every department to produce the finest and purest Food Products and they are just as proud of the Wilson

only as just as proud of the Wilson & Co. slogan "The Wilson Label Protects Your Table," as Mr. Wilson is—and that means being some proud.